

INTERNATIONAL WINE ASSOCIATES

MERGERS AND ACQUISITIONS—CORPORATE FINANCE—GENERAL MANAGEMENT—VINEYARD BROKERS

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Press Release

FOR IMMEDIATE RELEASE

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INTERNATIONAL WINE ASSOCIATES REPRESENTED SILVERADO HILL WINERY IN THE SALE TO THE LAIRD FAMILY ESTATE

Healdsburg, California – 7 February, 2013 – Robert Nicholson, a principal of International Wine Associates, the leading mergers and acquisitions company, announced that IWA represented Silverado Hill Winery in the sale to Laird Family Estate. Sally Nicholson and Josh Grace from IWA initiated this transaction and represented Silverado Hill.

"Our family is excited about this new acquisition. Expanding our custom crush operation to three facilities, we are fulfilling an industry need of additional storage, crush and fermentation. We are also adding a valuable service to our clients; a state-of-the-art collective hospitality center." Rebecca Laird, General Manager, Laird Family Estate. Terms of the transaction were not disclosed.

About International Wine Associates

With over \$ 1 billion in transaction value for more than 40 separate deals, IWA is the largest wine industry mergers and acquisitions firm. Incorporated in 1990 recent IWA transactions include :

- Lancaster Estate sale to Foley
- Sausal Winery sale to Silver Oak
- Constellation sale of Blackstone Winery
- Codorniu sale of Ridgeline Vineyard
- Pacific Rim Winemakers sale to Banfi
- Diageo sale of Edna Valley Vineyard to Gallo
- Domaine Chandon sale of Lakeville Vineyard
- Laurel Glen Vineyard sale to private investors
- Hangar One Vodka sale to Jose Cuervo

The IWA approach to completing wine business transactions is based on a broad understanding of the U.S. and global industry and which buyers are best positioned to maximize the full value and potential of specific acquisitions. This targeted and confidential approach to selling businesses, brands and assets has resulted in IWA consistently achieving the highest values for clients in industry transactions. IWA has completed sales for numerous family owned estates and multinational companies that have included among others : Edna Valley Vineyard, Wild Horse Winery, Lancaster Estate, Laurel Glen Vineyard, Pacific Rim Winemakers Geyser Peak Winery, Buena Vista Winery, Columbia Winery, Ste. Chapelle, Bonny Doon, Hogue Cellars, Errazuriz/Caliterra, Hangar One Vodka, Diageo, Jim Beam, Constellation, Codorniu, Fosters, Southcorp, Chalone, European Bank and Heublein's sale of *The Greystone* in the Napa Valley to The Culinary Institute of America.

For more information call Robert Nicholson at 707/433-8122 or visit www.intlwine.com.

